



February 2016

# MISSOURI WORKS

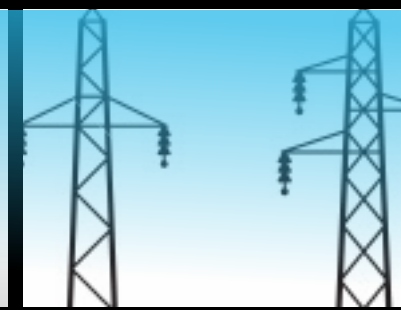
Expanding Business and Creating Jobs



## Report to the General Assembly for Quarter Ending December 31, 2015



**M I S S O U R I**  
Department of Economic Development





## Quarterly Report to the General Assembly

**T**he Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes 6 categories for participating: Zone, Rural, Statewide, Mega 120, Mega 140, and Retention Works. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program (Missouri Works Summary Page 3).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with DED to insure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to RSMO 620.2020.15., the Department of Economic Development is required to provide on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (Pages 4 - 7);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (Pages 4 - 7);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (Pages 4 - 7);
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity (Pages 4 - 7); and
5. The Department’s response time for each request for a proposed benefit award under this program (Page 8).

## Missouri Works Summary

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
<b>Zone Works</b>	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business)	None	Project Facility must be located in an Enhanced Enterprise Zone
<b>Rural Works</b>	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business)	None	Project facility must be located in a "rural" county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
<b>Statewide Works</b>	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business.	An additional benefit of up to 6% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
<b>Mega Works 120</b>	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 3% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
<b>Mega Works 140</b>	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 2% of new payroll each yr for 5 yrs (6 yrs for existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
<b>Retention Works</b>	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at-risk for relocation out-of-state.

# Missouri Works Quarterly Report for Legislators

Total Credits Authorized From 07/01/2015 To 12/31/2015

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
<b>Missouri Works - Mega 120 Works</b>									
MOON RIDGE FOODS, LLC	Approved	Discretionary		\$1,114,607.00	\$691,836.00	153	\$54,700,000.00	1.79	\$324,493,000.00
SUNGEVITY, INC.	Approved	Statutory		\$1,129,963.00	\$1,300,065.00	121	\$4,600,000.00		
<b>Total Mega 120 Works</b>				<b>\$2,244,570.00</b>	<b>\$1,991,901.00</b>	<b>274</b>	<b>\$59,300,000.00</b>	<b>Avg: 1.79</b>	<b>\$324,493,000.00</b>
<b>Missouri Works - Mega 140 Works</b>									
KPMG, LLP	Approved	Discretionary		\$3,927,684.00	\$3,518,162.00	175	\$4,691,065.00	1.41	\$366,577,000.00
<b>Total Mega 140 Works</b>				<b>\$3,927,684.00</b>	<b>\$3,518,162.00</b>	<b>175</b>	<b>\$4,691,065.00</b>	<b>Avg: 1.41</b>	<b>\$366,577,000.00</b>
<b>Missouri Works - Rural Works</b>									
POLYSOL, LLC	Approved	Statutory		\$0.00	\$83,301.00	17	\$150,000.00		
KLUBA MACHINE, LLC	Approved	Statutory		\$0.00	\$10,807.00	2	\$1,008,000.00		
AG CO-OP SERVICES INC.	Approved	Statutory		\$0.00	\$39,600.00	6	\$6,000,000.00		
<b>Total Rural Works</b>				<b>\$0.00</b>	<b>\$133,708.00</b>	<b>25</b>	<b>\$7,158,000.00</b>		
<b>Missouri Works - Statewide Works</b>									
GRIDLIANCE MANAGEMENT LLC	Approved	Statutory		\$0.00	\$330,331.00	15	\$300,000.00		
OWENS CORNING MINERAL WOOL LLC	Approved	Discretionary		\$784,204.00	\$427,747.00	66	\$87,900,000.00	1.28	\$494,171,000.00
BEI ELECTRONICS LLC DBA BROADCAST ELECTRONICS	Approved	Statutory		\$0.00	\$92,165.00	10	\$41,500.00		
CHARTER COMMUNICATIONS, INC.	Approved	Discretionary		\$1,059,722.00	\$1,540,063.00	163	\$31,727,765.00	10.58	\$3,425,262,000.00
DQSC, LLC DBA DELTA QUEEN STEAMBOAT COMPANY	Approved	Statutory		\$0.00	\$117,569.00	18	\$0.00		

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
EUOFINS PANLABS, INC.	Approved	Statutory		\$0.00	\$103,700.00	10	\$0.00		
EXPRESS CHEM, LLC	Approved	Statutory		\$0.00	\$70,399.00	10	\$416,350.00		
FISHTECH LABS, LLC	Approved	Discretionary		\$107,411.00	\$921,587.00	43	\$10,200,000.00	3.36	\$2,310,982.00
INTRINSIQ SPECIALTY SOLUTIONS INC.	Approved	Statutory		\$0.00	\$260,100.00	35	\$2,800,000.00		
L KEELEY CONSTRUCTION CO.	Approved	Statutory		\$0.00	\$521,103.00	57	\$1,258,474.00		
MID-LAND ERECTOR CO. DBA MID-LAND ENTERPRISES	Approved	Statutory		\$0.00	\$87,210.00	13	\$200,000.00		
ORANGE EV, LLC.	Approved	Statutory		\$0.00	\$690,729.00	123	\$2,550,000.00		
RUBINBROWN LLP	Approved	Statutory		\$0.00	\$867,888.00	70	\$2,200,000.00		
S4 USA LLC	Approved	Statutory		\$0.00	\$226,850.00	20	\$0.00		
VARSITY TUTORS LLC	Approved	Statutory		\$0.00	\$310,725.00	35	\$2,750,000.00		
MMC CONTRACTORS NATIONAL, INC.	Approved	Statutory		\$0.00	\$699,369.00	42	\$3,500,000.00		
KRAFT HEINZ FOODS COMPANY	Approved	Discretionary		\$276,428.00	\$552,857.00	69	\$146,070,000.00	7.67	\$5,743,477.00
TC TRANSCONTINENTAL PACKAGING, INC.	Approved	Statutory		\$0.00	\$133,438.00	23	\$7,400,000.00		
BOB MONNIG INDUSTRIES INC	Approved	Statutory		\$0.00	\$55,240.00	11	\$0.00		
SHICK TUBE-VEYOR CORPORATION	Approved	Discretionary		\$76,993.00	\$319,262.00	33	\$7,902,876.00	4.65	\$209,045,000.00
DIEOMATIC INCORPORATED DBA LMV AUTOMOTIVE SYSTEMS	Approved	Discretionary		\$2,006,655.00	\$0.00	166	\$37,198,000.00	5.03	\$688,080,000.00
IRONFORM DBA DETROIT TOOL METAL PRODUCTS CO.	Approved	Discretionary		\$55,848.00	\$146,880.00	30	\$4,476,400.00	11.25	\$100,433,000.00
W.W. WOOD PRODUCTS, INC.	Approved	Statutory		\$0.00	\$1,838,054.00	695	\$10,000,000.00		
CARDINAL HEALTH 200, LLC	Approved	Discretionary		\$76,819.00	\$202,035.00	50	\$4,622,128.00	4.8	\$68,634,000.00
YOUNG INNOVATIONS, INC.	Approved	Statutory		\$0.00	\$218,700.00	30	\$2,000,000.00		
MULTIVAC INC	Approved	Discretionary		\$87,845.00	\$601,133.00	51	\$6,925,000.00	3.46	\$110,962,000.00
PEPSI MIDAMERICA CO.	Approved	Statutory		\$0.00	\$220,448.00	35	\$2,100,000.00		



Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Amount Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
MID AMERICA FREIGHT LOGISTICS, LLC	Approved	Statutory		\$0.00	\$362,266.00	127	\$0.00		
SQUARE, INC.	Approved	Discretionary		\$2,520,157.00	\$0.00	246	\$9,181,767.00	4.08	\$1,200,958,000.00
UNITE PRIVATE NETWORKS, LLC	Approved	Discretionary		\$57,479.00	\$434,544.00	30		21.34	\$10,195,663.00
MARKSNELSON, LLC	Approved	Statutory		\$0.00	\$195,906.00	23	\$788,340.00		
MUELLER PROST, PC	Approved	Statutory		\$0.00	\$285,819.00	54	\$500,000.00		
ONSHORE TECHNOLOGY SERVICES, INC.	Approved	Statutory		\$0.00	\$318,027.00	148	\$60,000.00		
LOCKERDOME, LLC	Approved	Discretionary		\$138,701.00	\$445,231.00	50	\$4,240,000.00	6.57	\$962,585,000.00
NCM ASSOCIATES, INC.	Approved	Statutory		\$0.00	\$1,614,904.00	95	\$1,700,000.00		
BARKLEY HOLDING COMPANY, INC.	Approved	Discretionary		\$43,665.00	\$296,920.00	21	\$23,295,338.00	2.13	\$187,714,000.00
EMFLUENCE, LLC	Approved	Statutory		\$0.00	\$80,250.00	10	\$0.00		
DRIVE SOCIAL MEDIA, LLC	Approved	Discretionary		\$18,811.00	\$150,002.00	22	\$201,000.00	8.8	\$195,160,000.00
SERVICE MANAGEMENT GROUP, INC.	Approved	Statutory		\$0.00	\$352,810.00	22	\$823,000.00		
<b>Total Statewide Works</b>				<b>\$7,310,738.00</b>	<b>\$16,092,261.00</b>	<b>2,771</b>	<b>\$415,327,938.00</b>	<b>Avg: 6.79</b>	<b>\$7,661,254,122.00</b>
<b>Missouri Works - Zone Works</b>									
DIAMOND LANE MANUFACTURING LLC	Approved	Statutory		\$0.00	\$4,193.00	27	\$250,000.00		
IBIS BAKERY, LLC	Approved	Statutory		\$0.00	\$18,525.00	4	\$250,000.00		
MESSENGER COFFEE, LLC	Approved	Statutory		\$0.00	\$18,639.00	480	\$150,000.00		
NATIONAL MEDICAL BILLING SERVICES, LLC	Approved	Statutory		\$0.00	\$41,455.00	11	\$213,730.00		
SILGAN PLASTICS CORPORATION	Approved	Statutory		\$0.00	\$772,595.00	120	\$15,594,344.00		
THE G. W. VAN KEPPEL COMPANY	Approved	Statutory		\$0.00	\$449,950.00	33	\$1,757,000.00		
TRIWEST HEALTHCARE ALLIANCE CORP	Approved	Statutory		\$0.00	\$2,768,846.00	500	\$4,353,289.00		
PAR-WAY GROUP INC. DBA PAR-WAY TRYSON	Approved	Statutory		\$0.00	\$16,020.00	2	\$2,000,000.00		
QUICK DOUGH INC DBA ROMA PIZZA SHELLS	Approved	Statutory		\$0.00	\$86,999.00	14	\$400,000.00		
AMERICAN DISCOVERY TEXTILE MFG., LLC	Approved	Statutory		\$0.00	\$79,119.00	38	\$1,500,000.00		

Company Name/Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorizing Amount Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/GSP in \$
RUSSELL STOVER CANDIES, LLC	Approved	Statutory		\$0.00	\$24,867.00	5	\$240,000.00		
GLANBIA NUTRITIONALS (NA), INC. (SELTZER COMPANIES, INC)	Approved	Statutory		\$0.00	\$163,309.00	52	\$3,000,000.00		
MMEC, LLC DBA MIDWEST METALCRAFT & EQUIPMENT COMPANY	Approved	Statutory		\$0.00	\$23,577.00	8	\$150,000.00		
TRAILERMAN TRAILERS, INC.	Approved	Statutory		\$0.00	\$26,396.00	11	\$1,200,000.00		
MATEJIC CARR INC DBA MCI CORES, INC.	Approved	Statutory		\$0.00	\$180,711.00	40	\$4,453,000.00		
PRO FOOD SYSTEMS, INC	Approved	Statutory		\$0.00	\$72,379.00	13	\$700,000.00		
GREEN SUPPLY, INC	Approved	Statutory		\$0.00	\$117,463.00	31	\$3,000,000.00		
SUGAR CREEK PACKING CO.	Approved	Statutory		\$0.00	\$260,718.00	70	\$624,367.00		
BONFYRE, INC	Approved	Statutory		\$0.00	\$104,701.00	9	\$500,000.00		
AMERICAN TRAILER & STORAGE, INC.	Approved	Statutory		\$0.00	\$78,341.00	9	\$1,825,000.00		
TK ARCHITECTS, INC.	Approved	Statutory		\$0.00	\$58,748.00	10	\$146,200.00		
FENCEPOST PRODUCTIONS, INC.	Approved	Statutory		\$0.00	\$26,210.00	5	\$500,000.00		
CALLIS & ASSOCIATES, INC.	Approved	Statutory		\$0.00	\$66,768.00	10	\$125,000.00		
MEERS ADVERTISING, INC	Approved	Statutory		\$0.00	\$33,225.00	5	\$190,000.00		
RUSSELL STOVER CANDIES, LLC	Approved	Statutory		\$0.00	\$200,595.00	25	\$560,000.00		
SMITHFIELD FARMLAND CORP	Approved	Statutory		\$0.00	\$89,699.00	8	\$10,800,000.00		
ACE PIPE CLEANING, INC.	Approved	Statutory		\$0.00	\$20,655.00	3	\$100,000.00		
TECNIFLEX, LLC DBA BANCOURCE	Approved	Statutory		\$0.00	\$87,306.00	28	\$400,000.00		
<b>Total Zone Works</b>				<b>\$0.00</b>	<b>\$5,892,009.00</b>	<b>1,571</b>	<b>\$54,981,930.00</b>		
<b>Total for Period 7.1.15 - 12.31.15</b>				<b>\$13,482,992.00</b>	<b>\$27,628,041.00</b>	<b>4,816</b>	<b>\$541,458,933.00</b>	<b>Avg: 6.14</b>	<b>\$8,352,324,122.00</b>

\*Net General Revenue Benefit Ratio & Value-Added/GSP in \$ information is the same for multiple NOI's that are part of the same project

## Proposal Assignment Tracking (October 1, 2015 – December 31, 2015)

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
1508008	1	4	5
1509006	8	4	0
1509012	4	7	3
1510003	2	2	0
1510005	3	4	0
1510006	0	1	1
1510008	9	1	2
1510011	0	4	3
1511008	3	4	0
1511009	7	2	7
1511011	0	1	0
1512006	0	2	2
1512012	3	4	2
1512016	2	1	1
1512019	1	7	1
<b>Average Response Time in Days</b>			<b>1.80</b>

**\*Duplicate Project ID #'s indicate multiple requested proposals.**

**Notes:**

\*PIR = Date Completed Project Information Request is submitted to DED.

\*\*RFP = Date Request for Proposal is submitted to Finance.

\*\*\*Proposal = Date Proposal is completed and sent to Company.

\*\*\*\*Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.